

Schedule A

Authorized Product and Price List

for
Contract No. T01-TSD-309
with
SPSS Inc.

UPDATED MARCH 30, 2002

Contractor is authorized to sell **only the products identified in this Schedule A at the prices set forth in this Schedule A** under the above-referenced Contract.

This Schedule may only be modified in writing by the Purchaser Contract Administrator.

SOFTWARE PRICING

SPSS provides two (2) Software licensing options, Perpetual and Annual as described below. Answer Tree Software only offers perpetual licenses. **Please note the perpetual and annual purchase price, and the annual renewal fee includes maintenance** (i.e., automatic upgrades, toll free technical support, etc.). This pricing sets forth either a single or dual CPU environment within each option.

Typically SPSS, Inc. increases its yearly renewal/maintenance fees 3-8 percent per year from the prior year's pricing. Renewal/maintenance pricing set forth below is based on an average increase of 5% per year; however, each year SPSS will submit to DIS for approval pricing for the Contract renewal. Customer has the option to purchase renewal/maintenance years in advance to lock in current pricing.

CLEMENTINE SOFTWARE

Perpetual Licensing

The perpetual license enables your agency to license and use the software for an unlimited time frame as long as there is no breach of the license agreement.

Clementine NT Server/Client – **Single CPU** - Perpetual License:

Number of Seats/Users	Purchase Price*	(Current Maintenance Fee for existing Software)	Estimated Maintenance Fee May 2002 - 2003	Estimated Maintenance Fee May 2003 - 2004
2	\$63,000.00	\$12,908.70	\$13,554.45	\$14,232.75
3	\$68,250.00	\$13,984.95	\$14,684.25	\$15,418.20
4	\$73,500.00	\$15,060.15	\$15,813.00	\$18,071.55
5	\$78,750.00	\$16,136.40	\$16,942.80	\$19,202.40

Clementine NT Server/Client – **Dual CPU** - Perpetual License:

Number of Seats/Users	Purchase Price*	(Current Maintenance Fee for existing Software)	Estimated Maintenance Fee May 2002- 2003	Estimated Maintenance Fee May 2003 - 2004
2	\$73,500.00	\$15,060.15	\$15,813.00	\$18,071.55
3	\$78,750.00	\$16,136.40	\$16,942.80	\$17,790.15
4	\$84,000.00	\$17,211.60	\$18,072.60	\$18,976.65
5	\$89,250.00	\$18,287.85	\$19,202.40	\$20,162.10

* Each additional seat after the 5th user = \$2,100.00

Annual Licensing

The annual license requires yearly renewals to avoid data loss and system expiration.

Clementine NT Server/Client – **Single CPU** – Annual License:

Number of Seats/Users	Purchase Price*	(Current Renewal Fee for existing Annual License)	Estimated Renewal Fee May 2002 - 2003	Estimated Renewal Fee May 2003 - 2004
2	\$42,000.00	\$21,000.00	\$22,050.00	\$23,152.50
3	\$45,150.00	\$22,575.00	\$23,703.75	\$24,889.20
4	\$49,350.00	\$24,675.00	\$25,908.75	\$27,204.45
5	\$52,500.00	\$26,250.00	\$27,562.50	\$28,941.15

Clementine NT Server/Client – **Dual CPU** - Annual License

Number of Seats/Users	Purchase Price*	(Current Renewal Fee for existing Annual License)	Estimated Renewal Fee May 2002 - 2003	Estimated Renewal Fee May 2003 - 2004
2	\$49,350.00	\$24,675.00	\$25,908.75	\$27,204.45
3	\$52,500.00	\$26,250.00	\$27,562.50	\$28,941.15
4	\$55,650.00	\$27,825.00	\$29,216.25	\$30,676.80
5	\$59,850.00	\$29,925.00	\$31,421.25	\$32,992.05

* Each additional seat after the 5th user = \$1,399.65

ANSWER TREE SOFTWARE

Perpetual Licensing

The perpetual license enables your agency to license and use the software for an unlimited time frame as long as there is no breach of the license agreement.

Desktop PC - Software

AnswerTree Perpetual Site License- Windows (Includes First Year of Maintenance)

Number of Individual Named Users	1	2	3	4	5	6
Product						
AnswerTree	\$2,432.85	\$4,622.10	\$6,810.30	\$8,475.60	\$11,137.35	\$13,074.60

AnswerTree Perpetual Site License- Windows (May 2002 – May 2003 Maintenance Fee for Existing Software)*

Number of Individual Named Users	1	2	3	4	5	6
Product						
AnswerTree	\$525.00	\$945.00	\$1,417.50	\$1,890.00	\$2,362.50	\$2,677.50

AnswerTree Perpetual SIMUS License - Windows (Includes First Year of Maintenance)

Number of Concurrent Users	1	2	3	4	5	6
Product						
AnswerTree	\$4,257.75	\$7,996.80	\$11,828.25	\$15,659.70	\$19,491.15	\$22,878.45

AnswerTree Perpetual SIMUS License - Windows (May 2002 – May 2003 Maintenance Fee for Existing Software)*

Number of Concurrent Users	1	2	3	4	5	6
Product						
AnswerTree	\$918.75	\$1,652.70	\$2,479.05	\$3,305.40	\$4,131.75	\$4,680.90

–Server Software

Please note the AnswerTree server system option is ideal for users who need to process large amounts of data and wish to take advantage of their server speed and environment, ultimately, freeing up the network and their PC clients from large data downloads. The UNIX tier pricing category breakdowns is attached in a separate document.

AnswerTree Perpetual Server License - Windows NT (Includes First Year of Maintenance)

Number of CPUs Per Server	1	2	3 - 6
Product			
AnswerTree	\$22,237.95	\$33,357.45	\$44,475.90

AnswerTree Perpetual Server License - Windows NT (May 2002 – May 2003 Maintenance Fee for Existing Software)*

Number of CPUs Per Server	1	2	3 - 6
Product			
AnswerTree	\$5,244.75	\$7,867.65	\$10,489.50

AnswerTree Perpetual Server License - UNIX (Includes First Year of Maintenance)

Server Level Tiers	1	2	3	4	5	6
Product						
AnswerTree	\$22,237.95	\$33,357.45	\$44,475.90	\$55,594.35	\$66,712.80	\$77,832.30

AnswerTree Perpetual Server License - UNIX (May 2002 – May 2003 Maintenance Fee for Existing Software)*

Server Level Tiers	1	2	3	4	5	6
Product						
AnswerTree	\$5,244.75	\$7,867.65	\$10,489.50	\$13,112.40	\$15,734.25	\$18,357.15

ASSOCIATED SUPPORT COSTS

Shipping and Delivery Charges

\$18.90 for Software

\$17.85 for Manuals

(\$5.25 for first User Guide Package, \$3.15 for all additional per shipment)

Clementine 6.0 User's Guide Package

The Clementine 6.0 User's Guide covers the basic operation of Clementine for exploring data, preparing data, modeling and analyzing results. Numerous applications are used to demonstrate how Clementine is used to solve problems. Advanced techniques, such as the use of Super nodes, batch mode and scripting are covered as well. The Clementine 6.0 Reference Manual provides detailed reference information for Clementine. Topics include: operations for all types of nodes, CLEM language reference, system facilities reference, slot parameters reference, scripting language reference, CEMI reference and model export information.

Additional User Guide Packages

\$82.95 each plus shipping and delivery charges

VENDOR INSTALLATION OR ON-SITE SUPPORT COSTS

\$2,098.95 per day + travel and expenses in accordance with the then-current rules and regulations set forth in the Washington State Administrative and Accounting Manual (currently located at <http://www.ofm.wa.gov/policy/poltoc.htm>).

TRAINING RATES

I. Formal Classroom End-Users Options:

1. Public Classes* (complete schedule and locations are available at www.spss.com, or call 1-800-543-2185, Press 2)

1-day class	\$628.95
2-day class	\$838.95
3-day class	\$1,048.95

*Specialized courses will continue to have separate pricing (i.e. Clementine)

Early Registration Discount - When registration is complete and payment is received for a class 30 days in advance to the start of the class, a 10% discount will be granted.

2. Data Mining and Clementine Training Public Course Offerings

Data Mining

- Overview \$628.95
- Data Preparation & Understanding \$628.95
- Modeling \$838.95
- Visualization, Reporting & Deployment \$628.95

Classes are available in Atlanta, Chicago, Dallas, Denver, New York, San Francisco, Toronto and Washington, D.C.

Clementine

- Introduction to Clementine \$1,260.00
This course is NOT included in the Training Subscription Service (see section V below, titled *Bundled Training and Service Packages*). However, if you are a Subscriber, you will receive a \$400 discount off this course.
- Data Manipulation with Clementine \$628.95
This course is NOT included in the Training Subscription Service (see section V below). However, if you are a Subscriber, you will receive a \$100 discount off this course.
- Advanced Modeling with Clementine \$628.95
This course is NOT included in the Training Subscription Service (see section V below). However, if you are a Subscriber, you will receive a \$100 discount off this course.

Classes are available in Chicago, IL and Washington, D.C.

II. Formal Classroom Server Support Options

1 day course – on-site customized

\$2,098.95 per day plus travel and expenses in accordance with the then-current rules and regulations set forth in the Washington State Administrative and Accounting Manual (currently located at <http://www.ofm.wa.gov/policy/poltoc.htm>).

III. On-site End Users / Server Support Options *

a) On-site (1-20 people at customer site)

OR

b) 1 to 1 Training

\$2,098.95 per day plus travel and expenses in accordance with the then-current rules and regulations set forth in the Washington State Administrative and Accounting Manual (currently located at <http://www.ofm.wa.gov/policy/poltoc.htm>).

* Customization for on-site and 1 to 1 sessions available. Costs for any preparation and customization time shall be pre-approved by Customer, and will be invoiced to customer.

IV. Technology and Printed Based Training

(Items 1-3 are not currently available for Clementine Data Mining Software)

1) SPSS ActivStats

\$523.95 per single user license

2) Computer Based Training (CBT)

SPSS Basics \$523.95

SPSS Intermediate \$523.95

Combination (B&I) \$681.45

3) Web Based Training (WBT)

SPSS Basics \$313.95

SPSS Intermediate \$313.95 (Coming soon)

Combination (B&I) \$523.95

4) Print Based Training Materials

SPSS Printed Public Course Guides

\$103.95 per title

SPSS On-line Public Course Guide CD ROM

\$550.15 per single user license (includes **all** titles listed below)

Titles Include:

For SPSS® 10.0 for Windows:

- The Basic: SPSS for Windows
- Intermediate Topics: SPSS for Windows

For SPSS Advanced Courses:

- Statistical Analysis Using SPSS
- Advanced Statistical Analysis Using SPSS
- Advanced Techniques: Regression
- Advanced Techniques: ANOVA
- Introduction to SPSS Syntax
- Programming with SPSS Syntax and Macros
- Programming with SPSS Scripts
- SPSS Maps

- Basics for Health Care
- Market Segmentation
- Perceptual Mapping Using SPSS Categories
- Presenting Data with SPSS Tables
- Survey Research Using SPSS
- Time Series/Forecasting with SPSS Trends

For Data Mining Courses:

- Overview
- Data Understanding and Data Preparation
- Modeling
- Visualization, Reporting, Deployment

And more:

- AnswerTree
- Introduction to DecisionTime
- Neural Connection
- SPSS Data Entry
- TextSmart

V. Bundled Training and Service Packages

Training Subscriptions

12-month \$1,678.95

12-month renewal \$1,468.95

Are available for named individuals. The one-year training subscription entitles the named individual access to unlimited public course offerings indicated above in I. 1. and discounts are offered to Training Subscribers for the Clementine Series as detailed in I. 2. If said named individual job responsibilities change and are replaced by another individual the replacement individual with the same job responsibilities of the original named individual will be able to utilize the remaining months on the training subscription.

Class Bundles

(All classes must be taken within one year and any person from an agency can take a class from this bundle.)

10-classes \$7,348.95

20-classes \$14,173.95

30-classes \$20,998.95

VI. Business/Data Understanding

SPSS, Inc. approaches any data-mining project following the Cross Industry Standard Process for Data Mining (CRISP-DM). This methodology organizes the data mining process into 6 phases; Business Understanding, Data Understanding, Data Preparation, Modeling, Evaluation and finally, Deployment. The sequence of the phases is not strict: moving back and forth between different phases is always required. Data understanding and data preparation comprise 50-80 percent of any project. The main activities at the data understanding and preparation phase include:

- determining the locations of the data
- determining the operations for cleaning and managing the data,
- designing the reports that need to be generated from the data,
- establishing and writing the processes that need to be streamlined with the data,
- determining the type of analysis and data mining that might be reasonable for the existing data
- coming up with recommendations for data collection/purchasing that might lead to better data mining/analysis outcomes.

Discount Terms Solely for the State of Washington Customers

SPSS Inc. Consulting can assist the Customer with the above and other related data mining activities including for example the development of software interface modules for a discounted rate of 5% off the normally listed price of \$2100/day/consultant equaling \$1995/day/consultant plus travel expenses. Travel expense shall be in accordance with the then-current rules and regulations set forth in the Washington State Administrative and Accounting Manual (currently located at <http://www.ofm.wa.gov/policy/poltoc.htm>). Typically, to jumpstart a data understanding and preparation project of this caliber, SPSS estimates 10-20 consulting days. Customer could need more or less consulting days depending on the project scope and data environment. Customer must enter into a separate consulting contract with SPSS Inc. and develop a Statement of Work with SPSS, Inc. for such consulting services.